

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 241423Z FEB 75
FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC 1814

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FOR EUR/EE/CHRISTENSEN

E.O. 11652: N/A
TAGS: BEXP BDIS RO
SUBJECT: AMAX CONTRACT WITH METAROM

1. PLEASE PASS FOLLOWING MESSAGE FROM AMBASSADOR TO PAUL
HOBOY, PRESIDENT, AMAX TECHNICAL SERVICES, SAN MATEO, CALIF.

2. QUOTE: AFTER YOUR DEPARTURE I WROTE A SHORT NOTE TO
MINISTER AGACHI EXPRESSING REGRET THAT AGREEMENT HAD NOT BEEN
REACHED DURING TALKS. A FEW DAYS AGO, I RECEIVED LETTER
FROM HIM IN WHICH HE SAYS HE HAS BEEN FOLLOWING THE DISCUSSIONS
CLOSELY AND BELIEVES WHAT HE CALLS A SERIES OF DISPUTED ASPECTS
CAN BE RESOLVED THROUGH FURTHER DIRECT CONTACTS. TWO KEY
PARAGRAPHS FROM HIS LETTER FOLLOW. BEGIN INTERNAL QUOTE:
THE ESSENTIAL PROBLEM, STILL UNRESOLVED BY THE SUPPLIER, AMAX,
REMAINS THE PRODUCTION OF 5-MICRON FOILS, AS PROVIDED BY THE
CONTRACT. AT PRESENT THE INSTALLATION DELIVERED BY AMAX
PRODUCES A FOIL OF 20 MICRONS, A MATTER WITH WHICH WE ARE NOT
SATISFIED. PARA WISHING TO SOLVE THIS IMPORTANT PROBLEM,
WE ASSURE YOU THAT ALL NECESSARY CONDITIONS HAVE BEEN CREATED
AND WE WILL PROVIDE SUPPORT TO AMAX SPECIALISTS IN CARRYING
OUT TESTS ON THE INSTALLATION, WITH THE PURPOSE OF PRODUCING
ALUMINUM FOIL IN CONFORMITY WITH CONTRACTUAL PROVISIONS.
END INTERNAL QUOTE.

3. ALTHOUGH AGACHI IS STILL TREATING THE TESTING OF EQUIPMENT FOR
9-AND 5-MICRON FOIL AS YOUR PROBLEM RATHER THAN HIS, I
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THINK I SEE SOME SIGNS OF WILLINGNESS TO ACCOMMODATE. IN

ANY CASE, I AM SENDING HIM A REPLY RESTATING YOUR POSITION THAT YOUR RESPONSIBILITY FOR THE TESTING HAS EXPIRED BECAUSE OF LENGTHY DELAYS ON THE ROMANIAN SIDE AND URGING HIM TO SEEK A SOLUTION BASED ON THAT POSITION. I AM ADDING THAT YOU HAD INFORMALLY EXPRESSED A WILLINGNESS TO LEND A HAND IF THEY ENCOUNTER PROBLEMS WITH 9- AND 5-MICRON PRODUCTION.

4. HOWARD PARKER CAME BY TODAY TO SAY GOODBYE AFTER A LENGTHY FRIENDLY SESSION AT METAROM, IS AWARE OF THE FOREGOING, AND LOOKED AT A DRAFT OF MY LETTER TO AGACHI. HE LEAVES THIS AFTERNOON FOR VIENNA AND WILL BE IN TOUCH WITH YOU SHORTLY AFTER HIS ARRIVAL THERE. LET US KNOW IF WE CAN BE OF ANY FURTHER HELP. IN ANY CASE, WOULD APPRECIATE BEING KEPT POSTED. END QUOTE.
BARNES

NOTE BY OCT: NOT PASSED ABOVE ADDRESSEE.

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